

AR20



SIMPSONS, LIMITED

DIRECTORS

EDGAR G. BURTON
WILLIAM D. ALLPORT
J. GRANT GLASSCO
CHARLES L. GUNDY
WILLIAM P. SCOTT
JAMES M. TORY

G. ALLAN BURTON
ROBERT C. GIBSON
GORDON M. GRAHAM
JOHN C. PORTER
CHARLES B. STEWART

OFFICERS

EDGAR G. BURTON
Chairman of the Board
WILLIAM P. SCOTT
Vice-President
ROBERT C. GIBSON
Vice-President, Merchandising and Sales
CHARLES B. STEWART
Vice-President, Toronto Area
ELMER L. ROUNDING
Vice-President, Planning and Operating
KENNETH W. KERNAGHAN
Secretary

G. ALLAN BURTON
President
JOHN C. PORTER
Executive Vice-President
WILLIAM D. ALLPORT
Vice-President and Comptroller
JAMES S. BRYANT
Vice-President, Montreal Area
OLIVER B. MABEE
Vice-President, Personnel and Public Relations
A. ERNEST WILKES
Treasurer

HEAD OFFICE

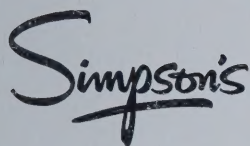
45 RICHMOND STREET WEST, TORONTO 1, CANADA

TRANSFER AGENTS

National Trust Company, Limited. Toronto and Montreal
Eastern & Chartered Trust Company. Halifax
Canada Permanent Trust Company. Winnipeg
The Canada Trust Company. Vancouver

REGISTRARS

The Royal Trust Company. Toronto and Montreal
Eastern & Chartered Trust Company. Halifax
Canada Permanent Trust Company. Winnipeg
The Canada Trust Company. Vancouver



H I G H L I G H T S

F O R T H E Y E A R

	1966	1965
Net Sales	\$248,021,913	\$231,714,746
Provision for Depreciation	2,197,697	2,004,442
Interest Charges	5,891,653	4,831,385
Municipal Realty and Business Taxes	3,534,580	3,285,624
Federal and Provincial Income Taxes	7,750,000	7,300,000
Contributions to: Simpsons Profit Sharing Retirement Fund and Canada and Quebec Pension Plans	1,370,113	1,768,566
Dividends from Simpsons-Sears Limited	1,800,000	1,800,000
Net Earnings	9,071,018	8,607,092
Net Earnings per Share, on monthly average number of shares outstanding	1.27	1.24
Net Earnings per Share Including Equity in Undistributed Net Earnings of Simpsons-Sears Limited	1.64	1.54
Dividends Paid	4,272,045	3,794,394
Earnings Reinvested in the Business	4,798,973	4,812,698

SIMPSONS, LIMITED *and Subsidiary Companies*

DIRECTORS' REPORT

TO THE SHAREHOLDERS :

In the ninety-fourth year of operation of the Company sales totalled \$248,021,913, an increase of 7%. Net earnings increased \$463,926 to \$9,071,018, or \$1.27 per share based on the monthly average number of shares outstanding during the year, compared with \$1.24 in the previous year. Including the Company's share of undistributed net earnings of Simpsons-Sears Limited for the year, net earnings of the Company amounted to \$1.64 per share, compared with \$1.54 in 1965. Commencing on March 15, 1966 the quarterly dividend was increased to 15¢, making total dividends for the year 60¢ per share.

During the year 399,466 shares were issued upon conversion of the Series "B" and "C" Debentures and, in addition, 31,772 shares under Employees' Stock Option Plans, making the total shares outstanding at the end of the year 7,434,205 compared with 7,002,967 in 1965. On June 15, 1966 Simpsons Acceptance Company Limited, a wholly-owned subsidiary of the Company, sold \$10,000,000 6¾% twenty-year Debentures, the proceeds of which were used to finance customers' instalment accounts.

Capital expenditures during the year were \$8,381,166, the larger items being the modernization of the main floor of the downtown Toronto store and the erection of part of the Simpson Tower in Toronto. In 1967 capital expenditures are estimated at \$14,950,000, of which approximately \$12,000,000 will be expended on the Simpson Tower and an additional \$2,000,000 on the downtown Toronto store. On March 15, 1967 the Company sold \$15,000,000 6½% twenty-year Debentures, the proceeds of which will be used for general corporate purposes.

Construction has commenced on Les Galeries d'Anjou in the rapidly growing eastern section of Montreal which will contain the Company's second suburban store in that metropolitan area. This new shopping centre is ideally located and more detail is shown on page 12 of this report. The centre will be owned jointly by Simpsons, Limited and Cemp Investments Ltd. and is expected to open for business in August 1968.

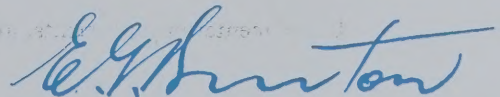
In accordance with the Plan of Simpsons Profit Sharing Retirement Fund, the Company contributed \$1,870,113 to employees' retirement. Of this amount \$654,530 was for the Canada and Quebec Pension Plans and \$1,215,583 was for Simpsons Profit Sharing Retirement Fund. At the end of the fiscal year, the 7718 members of the Fund had to their credit assets with a market value in excess of \$25,000,000 including 551,067 shares of the Company's stock.

Net sales of Simpsons-Sears Limited, in which your Company and Sears, Roebuck and Co. each owns one-half of the voting shares, increased over the previous year by 15.9% to a total of \$407,759,157. Net earnings were 74¢ per share on each class of common shares compared with 65¢ in the previous year. During the year dividends totalled 30¢ per share. The financial highlights of Simpsons-Sears Limited are presented on page 16.

Your directors record their deep sense of loss in the death on September 3, 1966 of Mr. Norman C. Urquhart, a director for twenty-three years and vice-president for fifteen years. His sound advice and counsel contributed substantially to the growth of the Company. The vacancy on the Board of Directors has been filled by Mr. J. Grant Glassco.

The success of the business during 1966 was made possible by the wholehearted support of the members of our staff. To all of them the Directors express their sincere appreciation on the completion of another record year.

On behalf of the Board



Chairman of the Board

March 17, 1967

SIMPSONS, LIMITED *and Subsidiary Companies*

consolidated **B A L A N C E S H E E T**

A S S E T S

AT THE FISCAL YEAR-END

CURRENT ASSETS:

	January 4, 1967	January 5, 1966
Cash.....	\$ 1,331,212	\$ 923,866
Government of Canada bonds, at cost.....	41,552	41,552
Accounts receivable (Note 1).....	97,616,189	91,402,206
Inventories valued at the lower of approximate cost and market.....	30,623,509	29,699,254
Prepaid expenses.....	1,285,146	1,074,904
	<u>130,897,608</u>	<u>123,141,782</u>

INVESTMENTS AND OTHER ASSETS:

Simpsons-Sears Limited, at cost (Note 2).....	20,000,000	20,000,000
Other investments and advances, at cost.....	1,417,811	1,960,456
Accounts receivable (Note 1).....	10,857,500	6,161,666
Refundable federal tax.....	328,800	—
	<u>32,604,111</u>	<u>28,122,122</u>

FIXED ASSETS:

Land and buildings at depreciated reproductive values on July 31, 1952 as reported by Canadian Appraisal Company, Limited, plus subsequent additions at cost.....	73,029,779	67,001,056
Equipment and fixtures, at cost.....	25,769,379	25,031,746
	<u>98,799,158</u>	<u>92,032,802</u>
Less—Accumulated depreciation.....	26,926,391	25,186,379
	<u>71,872,767</u>	<u>66,846,423</u>
Departmental improvements, at cost less amounts written off...	6,474,190	7,224,970
	<u>78,346,957</u>	<u>74,071,393</u>

UNAMORTIZED DEBENTURE DISCOUNT AND EXPENSE.....

	978,000	803,147
	<u>\$242,826,676</u>	<u>\$226,138,444</u>

as at January 4, 1967

LIABILITIES

AT THE FISCAL YEAR-END

	January 4, 1967	January 5, 1966
CURRENT LIABILITIES:		
Demand and short term notes (Note 3)	\$ 15,823,000	\$ 11,375,000
Accounts payable	15,165,135	17,103,878
Accrued wages, rent, interest, etc.	5,733,684	5,813,133
Customers' deposit accounts	1,683,637	2,013,511
Income and other taxes	5,373,755	5,176,373
Contribution payable to Simpsons Profit Sharing Retirement Fund	1,215,583	1,191,454
Sinking fund requirements payable within one year	1,059,800	1,048,800
	<u>46,054,594</u>	<u>43,722,149</u>
LONG TERM DEBT (Note 4)	82,595,000	81,785,000
DEFERRED INCOME TAXES (Note 5)	3,650,000	3,100,000
	<u>132,299,594</u>	<u>128,607,149</u>

SHAREHOLDERS' EQUITY

CAPITAL STOCK:		
Common shares (Note 6) —		
Authorized—10,000,000 shares without nominal or par value		
Issued—7,434,205 shares	25,514,229	17,317,415
EARNINGS EMPLOYED IN THE BUSINESS	68,158,228	63,359,255
APPRAISED VALUE OF LAND AND BUILDINGS IN EXCESS OF DEPRECIATED BOOK VALUE ON JULY 31, 1952	16,854,625	16,854,625
	<u>110,527,082</u>	<u>97,531,295</u>
	<u>\$242,826,676</u>	<u>\$226,138,444</u>

APPROVED ON BEHALF OF THE BOARD

E. G. BURTON
W. P. SCOTT *Directors*

SIMPSONS, LIMITED and Subsidiary Companies

consolidated

STATEMENT OF EARNINGS

*for the fiscal year ended
January 4, 1967*

FISCAL YEAR ENDED

	<i>January 4, 1967</i>	<i>January 5, 1966</i>
Net sales.....	\$248,021,913	\$231,714,746
Dividends from Simpsons-Sears Limited (Note 2).....	1,800,000	1,800,000
Other income.....	492,168	208,596
	<u>250,314,081</u>	<u>233,723,342</u>
DEDUCT:		
Cost of merchandise sold and all expenses, except the items shown below.....	219,999,020	205,926,233
Provision for depreciation.....	2,197,697	2,004,442
Interest on debentures, including amortization of discount and expense.....	4,776,056	4,297,253
Other interest.....	1,115,597	534,132
Municipal realty and business taxes.....	3,534,580	3,285,624
Contribution to Simpsons Profit Sharing Retirement Fund.....	1,215,583	1,741,454
Contributions to Canada and Quebec Pension Plans	654,530	27,112
	<u>233,493,063</u>	<u>217,816,250</u>
Earnings before provision for income taxes.....	16,821,018	15,907,092
Provision for income taxes (Note 5).....	7,750,000	7,300,000
NET EARNINGS FOR THE FISCAL YEAR.....	<u>\$ 9,071,018</u>	<u>\$ 8,607,092</u>

consolidated

STATEMENT OF EARNINGS EMPLOYED IN THE BUSINESS

*for the fiscal year ended
January 4, 1967*

FISCAL YEAR ENDED

	<i>January 4, 1967</i>	<i>January 5, 1966</i>
Balance at beginning of year.....	\$ 63,359,255	\$ 58,546,557
Net earnings for the fiscal year.....	9,071,018	8,607,092
	<u>72,430,273</u>	<u>67,153,649</u>
Dividends on common shares.....	4,272,045	3,794,394
BALANCE AT END OF YEAR.....	<u>\$ 68,158,228</u>	<u>\$ 63,359,255</u>

SIMPSONS, LIMITED *and Subsidiary Companies*

consolidated

STATEMENT OF SOURCE AND APPLICATION OF FUNDS

*for the fiscal year ended
January 4, 1967*

	FISCAL YEAR ENDED	
	January 4, 1967	January 5, 1966
SOURCE OF FUNDS		
Net earnings:		
Simpsons, Limited and subsidiary companies excluding dividend income.....	\$ 7,271,018	\$ 6,807,092
Dividends from Simpsons-Sears Limited.....	1,800,000	1,800,000
	<u>9,071,018</u>	<u>8,607,092</u>
Non-cash charges deducted in arriving at net earnings:		
Provision for depreciation.....	2,197,697	2,004,442
Write-off on departmental improvements.....	1,846,041	1,766,226
Amortization of debenture discount and expense.....	53,833	43,752
Deferred income taxes.....	550,000	550,000
Common shares issued under Employees' Stock Option Plans....	515,814	444,851
Proceeds from the sale of debentures.....	9,771,314	12,363,240
	<u>\$24,005,717</u>	<u>\$25,779,603</u>
APPLICATION OF FUNDS		
Additions to land, buildings, equipment and fixtures (net).....	\$ 7,224,041	\$ 7,396,742
Expenditures on departmental improvements.....	1,095,261	1,885,020
Investments and advances.....	(542,645)	932,478
Non-current accounts receivable.....	4,695,834	6,161,666
Payment of refundable federal tax.....	328,800	—
Sinking fund requirements on debentures.....	1,509,000	1,500,000
Dividends on common shares.....	4,272,045	3,794,394
Increase in working capital.....	5,423,381	4,109,303
	<u>\$24,005,717</u>	<u>\$25,779,603</u>

SIMPSONS, LIMITED and Subsidiary Companies

NOTES TO FINANCIAL STATEMENTS

1. ACCOUNTS RECEIVABLE:	January 4, 1967	January 5, 1966
Customer instalment accounts.....	\$ 81,447,428	\$ 77,661,062
Charge and other customer accounts.....	30,800,900	23,761,311
Miscellaneous accounts.....	1,312,946	925,501
	<u>113,561,274</u>	<u>102,347,874</u>
Less allowance for doubtful accounts and unearned service charges.....	5,087,585	4,784,002
	<u>108,473,689</u>	<u>97,563,872</u>
Non-current accounts receivable.....	10,857,500	6,161,666
	<u>\$ 97,616,189</u>	<u>\$ 91,402,206</u>

In accordance with recognized trade practices, instalment accounts receivable include amounts which will not become due within one year. However, other accounts receivable not expected to be collected within one year, arising from large scale contracts of the Contract Division, have been classified as non-current accounts receivable. For the most part the Contract Division is engaged in furnishing and equipping institutional and commercial premises.

2. SIMPSONS-SEARS LIMITED: The earnings of Simpsons-Sears Limited, in which Simpsons, Limited owns 50% of the voting shares, are included in the consolidated earnings of Simpsons, Limited only to the extent of dividends received. During the fiscal year ended January 4, 1967 dividends of \$1,800,000 were received from Simpsons-Sears Limited and Simpsons, Limited share of the undistributed net earnings for the year was \$2,657,900. Simpsons, Limited equity in the net assets of Simpsons-Sears Limited amounted to \$43,201,210 at January 4, 1967 or \$23,201,210 more than the investment in that company.

3. DEMAND AND SHORT TERM NOTES: Demand notes payable to banks of \$5,500,000 and short term notes of \$1,700,000 are secured by the pledge of Secured Debenture Series A of Simpsons Acceptance Company Limited.

4. LONG TERM DEBT:	January 4, 1967	January 5, 1966
Simpsons, Limited—		
4¾% Debentures Series "A" due January 1, 1973.....	\$14,000,000	\$15,500,000
5% Debentures Series "B" due December 1, 1976.....	173,000	1,362,000
5½% Convertible Debentures Series "C" due September 15, 1979.....	2,431,000	8,923,000
5¾% Debentures Series "D" due February 1, 1984.....	10,000,000	10,000,000
5¾% Debentures Series "E" due July 15, 1985.....	12,500,000	12,500,000
	<u>39,104,000</u>	<u>48,285,000</u>
Less debentures purchased and held for sinking fund and balance of sinking fund payments due within one year.....	1,509,000	1,500,000
	<u>37,595,000</u>	<u>46,785,000</u>
Simpsons Acceptance Company Limited—		
6% Secured Debentures Series B due May 15, 1981.....	15,000,000	15,000,000
5½% Secured Debentures Series C due June 15, 1982.....	10,000,000	10,000,000
5¾% Secured Debentures Series D due April 1, 1984.....	10,000,000	10,000,000
6¾% Secured Debentures Series E due June 15, 1986.....	10,000,000	—
	<u>45,000,000</u>	<u>35,000,000</u>
	<u>\$82,595,000</u>	<u>\$81,785,000</u>

Sinking fund retirements are required on 4¾% Debentures Series "A" of \$1,500,000 on January 1, annually through 1972, and on 5% Debentures Series "B" of \$9,000 on December 1, annually through 1975. Sinking fund retirements on the other debentures of Simpsons, Limited commence for 5½% Convertible Debentures Series "C" on September 15, 1970, for 5¾% Debentures Series "D" on February 1, 1974 and for 5¾% Debentures Series "E" on July 15, 1974.

SIMPSONS, LIMITED *and Subsidiary Companies*

NOTES TO FINANCIAL STATEMENTS *continued*

5. DEFERRED INCOME TAXES: Depreciation deductible for tax purposes for the year ended January 4, 1967 exceeds the normal depreciation recorded in the accounts. The resulting reduction of \$550,000 in income taxes currently payable has been charged to earnings as part of the provision for income taxes and set aside in the balance sheet as "Deferred income taxes", together with similar amounts of \$3,100,000 in respect of prior years.

6. COMMON SHARES: During the year ended January 4, 1967 \$7,681,000 principal amount of Series "B" and Series "C" Debentures were converted into 399,466 common shares. Convertible Debentures Series "C" are convertible at the holder's option into common shares at the rate of 44 shares for each \$1,000 of principal amount of debentures on or before September 15, 1969.

Under the terms of the Employees' Stock Option Plans, approved by the shareholders in 1957 and 1965, 31,772 common shares were issued for \$515,814. The Employees' Stock Option Plans provide that the option price shall be the market price of the shares on the day immediately preceding the date of grant and that the options may not be exercised later than ten years from date of grant. Outstanding options at January 4, 1967 were as follows:

<i>Date of grant</i>		<i>Option price per share</i>	<i>Officer directors and other officers</i>	<i>Other management employees</i>	<i>Total</i>
1957 plan:	April 1957.....	\$ 9.125	600	1,832	2,432
	January 1960.....	16.00	2,470	5,708	8,178
	March 1962.....	16.00	1,920	7,797	9,717
	March 1964.....	20.25	5,920	5,480	11,400
1965 plan:	April 1965.....	28.00	29,700	86,088	115,788
			<u>40,610</u>	<u>106,905</u>	<u>147,515</u>

7. REMUNERATION OF DIRECTORS: For the fiscal year ended January 4, 1967 the remuneration of directors, including salaries of officers who are also directors, amounted to \$576,870.

8. COMMITMENTS AND CONTINGENT LIABILITIES:

- Annual rentals under long term leases amount to approximately \$1,200,000.
- Capital expenditures to complete construction in progress, principally The Simpson Tower at the Bay and Queen Street corner of the downtown Toronto store, amount to approximately \$15,300,000.
- Contingent liabilities on the guarantee of bank advances to companies operating and developing shopping centres, in which Simpsons, Limited has an ownership interest, and on other guarantees, amount to \$7,870,000.

9. RECLASSIFICATION OF COMPARATIVE FIGURES: Some of the asset balances shown on the consolidated balance sheet as at January 5, 1966 have been reclassified to conform with the presentation as at January 4, 1967.

AUDITORS' REPORT

TO THE SHAREHOLDERS OF SIMPSONS, LIMITED:

We have examined the consolidated balance sheet of Simpsons, Limited as at January 4, 1967 and the consolidated statements of earnings and earnings employed in the business and source and application of funds for the fiscal year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of Simpsons, Limited and its subsidiary companies as at January 4, 1967 and the results of their operations and the source and application of funds for the fiscal year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

PRICE WATERHOUSE & CO.

Toronto, March 3, 1967.

Chartered Accountants

SIMPSONS, LIMITED

T E N Y E A R S I N R E V I E W

	1966	1965	1964
Net Sales.....	\$248,021,913	\$231,714,746	\$211,981,806
Dividends from Simpsons-Sears Limited.....	1,800,000	1,800,000	1,600,000
Net Earnings.....	9,071,018	8,607,092	7,021,817
Number of Shares Issued.....	7,434,205	7,002,967	6,913,770
Net Earnings per Share, on monthly average number of shares outstanding.....	1.27	1.24	1.02
Net Earnings per Share Including Equity in Undis- tributed Net Earnings of Simpsons-Sears Limited	1.64	1.54	1.32
Dividends Paid.....	4,272,045	3,794,394	3,361,151
Dividends Paid per Share.....	.60	.54½	.48¾
Provision for Depreciation.....	2,197,697	2,004,442	1,973,130
Interest Charges.....	5,891,653	4,831,385	4,338,856
Working Capital (Current Assets less Current Liabilities).....	84,843,014	79,419,633	75,310,330
Land, Buildings and Equipment (after Depreciation)	71,872,767	66,846,423	61,454,123
Total Assets.....	242,826,676	226,138,444	201,615,047
Funded Debt.....	82,595,000	81,785,000	71,920,000
Shareholders' Equity.....	110,527,082	97,531,295	91,138,746

1963†	1962	1961	1960	1959	1958	1957†
\$193,015,196	\$175,268,927	\$169,352,471	\$163,687,994	\$159,880,951	\$151,126,034	\$146,854,775
1,300,000	1,300,000	1,000,000	—	—	—	—
6,156,270	5,223,241	5,478,393	4,452,678	4,503,224	4,624,709	3,621,541
6,862,914	6,497,152	6,462,550	6,433,876	6,233,296	6,047,822	6,002,582
.94	.81	.85	.71	.73	.77	.60
1.25	1.03	1.16	1.15	1.20	1.24	.85
2,938,941	2,593,648	2,500,998	2,201,647	1,841,743	1,654,733	1,500,417
.45	.40	.38¾	.35	.30	.27½	.25
1,660,619	1,574,321	1,499,058	1,699,590	1,590,512	1,641,595	1,530,193
3,768,791	3,428,996	2,852,821	2,463,188	2,242,215	2,212,720	2,598,262
53,435,481	58,315,882	52,831,521	39,616,022	38,225,483	27,042,374	24,374,405
60,838,686	53,746,142	48,853,282	47,304,010	47,031,642	46,364,897	47,203,769
187,560,837	169,920,085	156,754,890	143,349,375	132,994,858	125,792,954	124,805,432
53,702,000	59,373,000	51,048,000	37,562,000	41,048,000	34,292,000	36,000,000
86,787,603	79,022,680	76,029,819	72,785,096	68,722,906	64,328,084	60,900,521

†53 weeks

†53 weeks



Above is the architect's sketch of the Simpson Store which will be built in the ultra-modern 80-store shopping centre in Ville d'Anjou.

....ANOTHER SIMPSON STORE FOR MONTREAL

Construction has already begun on the new 60-acre centre, which will be called Les Galeries d'Anjou and will occupy the southwest quadrant of the interchange between Montee St. Leonard and Metropolitan Boulevard in the eastern section of Montreal.

The centre will be completely enclosed and air-conditioned. The 80 stores and services planned for the centre will provide complete shopping facilities in one convenient location, easily reached from all four directions by the exit ramps from

the nearby thoroughways. The Simpson Store will initially occupy 180,000 square feet on three floors. /

This is the second shopping centre in the Montreal area to be developed and owned equally by Simpson's and Cemp Investments, and it will be one third larger than our successful Fairview Centre at Pointe Claire on the west part of the island.

Parking facilities will accommodate about 4500 cars. It is scheduled to open in the summer of 1968.

WHAT A WONDERFUL IMPROVEMENT!

Simpson's, Toronto,
Downtown Street Floor
is now
more beautiful
more spacious
more convenient.



The old order of Corinthian-trim columns and suspended lighting has yielded with splendid effect to a new, bright, airy vista that greets customers on the street floor of Simpson's Toronto Downtown Store.

New daylight lighting sparkles down on colorful, artistically arranged merchandise. Throughout the floor imaginative displays are changed oftener than the seasons.

New automatic phased elevators glide smoothly at a rate of five hundred feet a

minute, to serve all ten floors of the store.

New luminous-ceilinged escalators have spacious steps enclosed by clear safety glass, to give a spectacular view of the store during the ride from floor to floor.

New air conditioning concealed within the bright, new ceiling maintains a comfortable year-round climate.

And soon to come will be handsome new fixtures, interesting new shops, to make Simpson's Street Floor one of the finest shopping areas to be found anywhere.



SIMPSON'S SALUTES CANADA'S CENTENNIAL

During Centennial Year Simpson's will join in the great celebrations—through advertising, special events, display and merchandise presentations, not only to attract customers and visitors, but to contribute in a public-spirited way to the festivities.

For ninety-five of Canada's hundred years Simpson's has provided a splendid selection of goods made in all parts of Canada, and in all areas of the world. Ever since Simpson's opened in 1872, customers have been attracted by surroundings and services that give truth to the slogan, "You'll enjoy shopping at Simpson's."

This year, much enjoyment will come from Simpson's salute to our country's fascinating past, present achievements and bright prospects.



THE SIMPSON TOWER...ON THE RISE

Now visible on the Toronto skyline, The Simpson Tower, at the Bay-Queen corner, is Simpson's major Centennial project.

The Tower will rise 33 storeys, and will be an important feature of the development surrounding Toronto's world-acclaimed new City Hall. It will have 472,000 square feet of floor space, Simpson departments occupying 122,000 square feet and 350,000 square feet of prestige office space being available for other tenants. Distinctive advantages include enclosed access to the subway, and entranceways to Simpson's store.

The Tower will have a separate entrance from Bay Street, and an independent bank of high-speed, computer-controlled elevators. Within the Tower will be such facilities as banking, post office and restaurants.

For leasing information contact The Simpson Tower Limited, Toronto, Telephone—362-4083.



SIMPSONS-SEARS LIMITED

H I G H L I G H T S

F O R T H E Y E A R

	1966	1965
Net Sales	\$407,759,157	\$351,708,203
Provision for Depreciation	4,519,940	4,281,707 *
Interest Charges	8,724,675	6,595,266
Municipal Realty and Business Taxes	3,147,664	2,769,457
Federal and Provincial Income Taxes	10,950,000	8,855,000
Contributions to: Simpsons-Sears Profit Sharing Retirement Fund and Canada and Quebec Pension Plans	2,345,647	1,747,544
Net Earnings	10,155,823	8,809,617
Net Earnings per Share on combined Class A, B and C Shares	.74	.65
Dividends Paid	4,067,681	4,055,377
Earnings Reinvested in the Business	6,088,142	4,754,240
Working Capital (Current Assets less Current Liabilities)	137,448,115	109,512,273 *
Total Assets	303,544,863	268,007,969
Land, Buildings and Equipment (after Depreciation) ...	53,549,143	51,190,611 *
Funded Debt	99,296,195	75,259,195
Shareholders' Equity	98,955,975	89,929,358

*1965 reclassified to conform with the 1966 presentation

SIMPSON'S DEPARTMENT STORES

TORONTO AREA

DOWNTOWN
YORKDALE, IN YORKDALE SHOPPING CENTRE, NORTH YORK
CEDARBRAE, IN CEDARBRAE PLAZA, SCARBOROUGH

MONTREAL AREA

DOWNTOWN
FAIRVIEW-POINTE CLAIRE,
IN FAIRVIEW-POINTE CLAIRE SHOPPING CENTRE

REGINA • HALIFAX • LONDON



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